

NEW HAMPSHIRE STATE LIQUOR COMMISSION
SEPTEMBER 27, 2006, 1:00 P.M.
AGENDA

I. FINANCIAL & ADMINISTRATIVE REPORTS

1. Financial Reports
 - A. Weekly, Y-T-D Sales Reports
 - B. Budget/Administrative Reports
2. IT Report
3. Human Resources Report

II. MARKETING & SALES REPORTS

1. Store Operations
2. Purchasing Report
3. Merchandising Report
- A. SPIRITS:
 - 1) Test Market Request (Clontarf Irish Whiskey)
 - 2) Line Extension Request (Hennessy VSOP Cognac, 375ML)
 - 3) One Time Buy Requests:
 - a. Starbucks Coffee and Starbucks Cream, 50ML
 - b. Buffalo Trace Bourbon and Eagle Rare Bourbon, 750ML
 - c. 10 Cane Rum, 50ML
 - 4) November, December 2006 Sweepstakes
 - 5) November 2006 E-Mail Coupons
 - 6) November Special Offers:
 - a. Thanksgiving Sale (35 items)
 - b. 3 items - Charles Zoulias
 - c. 1 item - Pine State Trading Company
 - d. 1 item - M.S. Walker NH
 - e. 42 items - Executive Wine & Spirits
 - f. 25 items – Martignetti Companies of N.H.
 - g. 110 items – Horizon Beverage Company
 - h. 257 items – Southern Wine & Spirits of N.E., Inc.
- B. WINES:
 - 1) November Special Offers:
 - a. 6 items – R.P. Imports
 - b. 47 items – M.S. Walker NH
 - c. 23 items – Executive Wine & Spirits
 - d. 105 items – Martignetti Companies of N.H.
 - e. 35 items – Horizon Beverage Company

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- 2) Store Tastings:
 - a. 5 items – Uncorked
 - b. 2 items – Horizon Beverage Company
- 3) Recommended Allocated Wines (Absolutes) for Distribution to Selected Stores:
 - a. 3 items
 - b. 3 items
- 4) “R” Wines for Allocation to Licensees Selected by the Broker (3 items)
- 5) Primary Source Submissions (6 exclusive agent; 52 imported)

III. ENFORCEMENT & LICENSING REPORT

IV. CHAIRMAN’S REPORT & LATE ITEMS

1. Bailment Requests
2. Coupon Approvals
3. Late Items

V. EXECUTIVE SESSION

1. Personnel
2. Store Locations

/D. Hartford